

Message Text

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC 5467

C O N F I D E N T I A L PARIS 28444

E.O. 11652: N/A

TAGS: MILI

SUBJECT: STAR TRON SCOPES - REGIE MONCEAU

REFS: PARIS 23821; STATE 193820 AND PREVIOUS

1. MR. STARKMAN OF THE FIRM REGIE MONCEAU IN RESPONSE TO EDO LETTER OF 17 AUGUST REQUESTED APPOINTMENT AND MET WITH EDO AT EMBASSY ON 22 SEPTEMBER 1976. STARKMAN CONFIRMED THAT STARTRON SCOPES IN NEW YORK. HE STATED THAT FRENCH GOVERNMENT AT REQUEST OF AN UNNAMED INTERESTED PARTY (IMPLICATION BEING THAT IT WAS COMMERCIAL COMPETITOR) HAD RECLASSIFIED SCOPES AS MILITARY THUS ARBITRARIOY DISCRIMINATING AGAINST REGIE MONCEAU. STARKMAN SUPPORTED HIS BELIEF THAT GOF WAS INCONSISTENT BY CLAIMING TO HAVE EARLIER ALREADY IMPORTED UP TO 300 STAR TRON SCOPES FROM SMITH AND WESSON (S AND W) IN SMALL ORDERS. HE LAMENTED THAT S AND W AS A RESULT OF FRENCH RULING, HAD NOW LOST NUMEROUS ORDERS FOR SCOPES.

2. STARKMAN NOW CLAIMS TO BE AT LOSS OF HOW TO DISPOSE OF SCOPES AS HE HAS NO U.S. EXPORTER TO HANDLE SHIPMENT. HE CLAIMS CONSIDERABLE FINANCIAL LOSS DUE TO SHIPPING AND STORAGE COSTS AS WELL AS TIED UP CAPITAL WHICH HE APPROXIMATED AT ABOUT 500,000 U.S. DOLLARS. EDO ADVISED HE FIND ACCEPTABLE PURCHASER AND THEN SEEK U.S. EXPORTER. STARKMAN SUGGESTED SPANISH
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FIRM RIMESA AS LEGITIMATE PURCHASER WHICH WOULD THEN

SELL TO VARIOUS SPANISH END USERS PRIMARILY THE SPANISH CIVIL GUARDS. EDO DID NOT COMMENT ON SUITABILITY OF RIMESA OTHER THAN TO SAY THAT BECAUSE OF HISTORY OF THIS SHIPMENT U.S. DEPARTMENT OF STATE WOULD EXAMINE CLOSELY ANY END USER OF PROPOSED SHIPMENT. STARKMAN ADMITTED THAT HE HAD PARTIAL INTEREST IN RIMESA (SUBJECT OF PREVIOUS REPORTING). HE GAVE ADDRESS FOR RIMESA AS 29 VILLE LA NUEVA, MADRID.

3. AS OTHER ALTERNATIVE STARKMAN SAID HE WOULD RAISE PROBLEM WITH S AND W GENEVA REPRESENTATIVE, NICOLAS DONATSCH, WHOM HE DESCRIBED AS BEING ONE OF VERY FEW S AND W REPRESENTATIVES WITH WHOM IT WAS POSSIBLE TO PROPERLY DISCUSS BUSINESS. ALTHOUGH STARKMAN WAS IN U.S. IN JULY 1976 HE SAID HE HAD SEEN NO POINT IN CONTACTING S AND W DURING HIS VISIT. STARKMAN SAID HE HAD EARLIER PROPOSED TO GOF THAT SCOPES BE EXPORTED TO S AND W GENEVA OFFICE AND THAT THIS REQUEST HAD BEEN DENIED. STARKMAN DISCOUNTED POSSIBILITY THAT PARIS S AND W REPRESENTATIVE, GERAND S.A., WOULD ASSIST HIM IN FINDING END USER. EDO WAS SYMPATHETIC TO STARKMAN'S COMPLAINT BUT EMPHASIZED THAT THERE WAS NOTHING EMBASSY COULD DO AS SHIPMENT WAS GOVERNED BY GOF AND USG IMPORT AND EXPORT REGULATIONS WHICH REQUIRED SUBMISSION OF NEW EXPORT APPLICATION. STARKMAN ADVISED EDO THAT HE WOULD INFORM HIM OF NEW DEVELOPMENTS REGARDING THE SHIPMENT.
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